

Special Note: The following is a summary of the Minutes taken from the Business Development Advisory Council meeting held on April 9, 2014, and does not necessarily provide a detailed verbatim transcription of the Minutes.

MINUTES

BUSINESS DEVELOPMENT ADVISORY COUNCIL WEDNESDAY, APRIL 9, 2014 9:00 A.M.

**CLARK COUNTY GOVERNMENT CENTER
500 S. GRAND CENTRAL PKWY
4TH FLOOR, GOLD ROOM
LAS VEGAS, NEVADA 89155**

Members Present:

Jane Lee, Jadon Foods- Vice Chair
Charles Ware, Innovative Health Education Solutions
Ernest Fountain, Black Business Council
Jill Rowland-Lagan, Boulder City Chamber of Commerce
Leonard Hamilton, M.B.D.A. Business Center
Marla Turner, The Blue Nevadan
Miranda Richardson, IA3

Members Absent:

Dianne Fontes, Nevada Minority Supplier Development Council – Chair (Excused Absence)

Clark County Staff

Adleen Stidhum, Clark County Purchasing and Contracts
Diana Escobar, Clark County Purchasing/Business Development
Trudy Harper, Clark County Purchasing and Contracts

Legal Counsel:

Mark Wood, Clark County District Attorney's Office

Guests:

Christine Footit, Internal Revenue Services
Rich Lyles, Governor's Office of Economic Development

I. CALL TO ORDER

Jane Lee, called the meeting to order on Wednesday, April 9, 2014, at 9:03 a.m.

II. OPENING CEREMONIES

Silent invocation was conducted followed by the Pledge of Allegiance.

III. CERTIFICATION OF COMPLIANCE WITH THE NEVADA OPEN MEETING LAW

It was announced that the meeting was being held in compliance with the Nevada Open Meeting Law. The meeting was properly posted at the appropriate locations as listed at the bottom of the agenda.

IV. PUBLIC COMMENTS:

There were no public comments.

V. INTRODUCTION:

The members and guest introduced themselves.

VI. NEW BUSINESS:

A. Approval of the April 9, 2014 Minutes

The minutes were unanimously approved.

B. Receive a presentation from Rich Lyles on the Local Emerging Small Business Program

Rich Lyles gave an overview on the new local Emerging Small Business (ESB) Program. **Rich** stated that this program is for Nevada small businesses who are interested in doing business with the state and local government agencies, specifically in the state of Nevada and within Washoe County and Clark County. He said the program started in January 2014, following the approval of Assembly Bill 294 at the 2013 Legislative Session. **Rich** mentioned that as new companies register, they are actively speaking to them and promoting what their agency can do for them. The qualifications are based on a combination of employee and revenue size of the businesses. He mentioned that they have a public directory of certified businesses available on their website where they currently have 102 businesses that are certified and the certification is good for 2 years. He said there are 2 tiers to the program. To qualify for tier one, a business must have 20 or fewer employees; if they are non-construction then their annual receive over the last 3 years must not exceed 700 thousand per year. If they are a construction firm, their gross receive must be 1.7 million per year allowed. For tier 2, 30 or fewer full time employees and for construction the revenue is not to exceed 3.5 million per year over the pass 3 year and for non-construction the revenue must not exceed 1.3 million per year over the last three years.

C. Discuss the Attendance Policy for clarification to the BDAC Members

Jane said that the Council should have the attendance record, the verbiage of the ordinance that appointed the members and the verbiage on absences. She mentioned that the information was sent to them because there was some confusion over the absences that are permitted. **Jane** stated that the attendance is reflected by calendar year which means that the members can miss half of all the meeting because it's six meetings for term and the term has 12 meetings. She asked Mark if the Council is allowed modify it to reflect per term.

Mark answered that in order to change that, the ordinance that created the Council would need to change. He said that ordinance states that if you have 3 unexcused absences during a calendar year, it's mandatory that the member be removed.

Jane encouraged the members to sign in prior to the meeting. **Jane** also said that at every meeting the members introduce themselves so that their names are read into the minutes. **Mark** mentioned that the ordinance allows for alternate members to be appointed.

D. Appoint Miranda Richardson Co-Chair of the Marketing and Public Relations Subcommittee

Jane stated that the Marketing and Public Relations Subcommittee met and **Miranda** was voted in as Co-Chair. She asked **Mark Wood** if the Council would need to vote to appoint **Miranda**. **Mark** suggested that the Council make motion and vote on the appointment of **Miranda** as Co-Chair of the subcommittee.

Marla made a motion to appoint Miranda Richardson as the Co-Chair of the Marketing and Public Relations Subcommittee. **Jill** seconds the motion. Everyone in the Council was in favor of the appointment.

VII. OLD BUSINESS:

A. Receive a report from the following Subcommittees:

- **Legislature** – **Marla Turner** reported that she has meetings scheduled with Assemblywoman Irene Bustamante Adams and Dina Neal for next week to specifically talk about the Legislation they wrote last session that would protect the minority, small businesses. They will also discuss what the Council can do to be involved in that to get the message out and to promote in the business community.
- **Marketing and Public Relations** – **Marla** said that since the last subcommittee meeting, the group did not have an opportunity to meeting. However, she asked **Miranda** and **Charles** to meet during her absence to talk about the timeline. **Miranda** stated that the subcommittee would like to strengthen the website by having links about the members as well as enhancing the mission statement currently there. Also, the website will include a calendar of events and re-categorize the things that are listed there like the BDAC meetings. They would like to have a section to address the chair or vice-chair and list other Councils or organizations that BDAC works with. **Miranda** stated that the newsletter will have a feature story, an address from the chair or vice-chair and list upcoming events. **Miranda** said that one of the major things they talked about was sharing contacts, but that was a concern because they will use Mail Chimp and it requires having all of their contacts in one location but they will be exposed. She said that a solution for that is sending the newsletter to the members and they will be able to forward it to whomever they want. Also, the subcommittee would like to get access to Google Analytics to be able to track if they are getting the impact with what they are doing and see if they need to improve their

marketing tactics. **Miranda** said they want to make the newsletter ISO compatible, iPad, iPhone and PC compatible.

- **Advocacy** – **Ernest** reported that they have worked with Assemblywoman Neal in establishing an asset bill to allow City of Las Vegas to use industrial revenue bonds to create a revolving loan fund using redevelopment money. They expect to receive 5 million dollars to focus on minority and women-owned businesses.
- **Speaker Bureau** – **Jane** stated she did not schedule guest speakers to present to the Council due to the very robust agenda. There will be guest speakers at the next meeting.

B. Review the Clark County Purchasing Statistics

Jane asked that the members review the Purchasing statistics that were emailed to them so that they are prepared to discuss them at the next meeting.

VIII. PUBLIC COMMENTS

Christine Footit gave two flyers to the members announcing 2 events. One is a Rapid Resource event held at PBS on May 15, 2014. It is for start-up and businesses that have been established. She said that they will have over 20 local state government agencies and small business organizations that will be there to answer questions. Christine said the other flyer is about 4 workshops presented by the Internal Revenue Services, Nevada Small Business Development Center and Henderson Libraries to help small businesses understand their tax responsibilities. These workshops will be held at Paseo Verde Library from 7:30 a.m. – 9:30 a.m. Christine said she will be hosting the first workshop on May 16, 2014, on “Avoiding the Top Mistakes Small Businesses Make”. She asked the Council to send the flyers to their memberships.

Ernest announced that the M.B.D.A. Business Center is hosting the 3rd Annual Black Business Expo on May 20-22, 2014, at the Plaza Hotel. He said the first day is going to focus on a goal, which is the African Goal of Opportunity Act. The second day will be focusing on domestic opportunities. Ernest said Johnny Shaw who is Director of Purchasing from Las Vegas Convention Visitors Authority will talk about the \$2.5 billion expansion project where they want to have minority and women-owned participation. He said they will have a speaker from UNLV to talk about the 60,000 seat stadium which is a \$900 million project. Adleen Stidhum will speak about the Clark County spend 2014-15. Also, Ernest said that they will talk about the 7.5 billion dollar railroad project.

IX. NEXT MEETING: Wednesday, June 11, 2014, 9:00 a.m., 4th Floor, Gold Room, Clark County Government Center, 500 S. Grand Central Parkway., Las Vegas, NV 89155.

X. ADJOURNMENT

The meeting was adjourned.